- 1 personally we own back to Metroplex or DLB, and I have
- income from that, and I am furnished with a 1099.
- JUDGE STEINBERG: When you say that we personally
- 4 own, who is the we?
- 5 THE WITNESS: Myself and my husband own the
- 6 equipment that we lease to Metroplex.
- JUDGE STEINBERG: Thank you.
- BY MR. KNOWLES-KELLETT:
- 9 Q Was that a situation that you worked out for tax
- 10 purposes?
- 11 A Yes. The accountant, Jim, told us that that's
- what we needed to do; that we should own the equipment --
- Q Okay.
- 14 A -- and then lease it back to DLB because of the C
- chapter corporation that we're under.
- 16 Q Okay. And the purpose there was to save tax
- money?
- 18 A Well, at the time DLB was not making any money,
- 19 you know. It was kind of -- we were struggling, and that
- was the purpose to handle it that way.
- It would also be like if we wanted to dispose of
- one asset and keep another we could. That was part of it
- 23 also without having to I quess go through the hassle of
- 24 separating it.
- 25 Q Okay.

- 1 A That was my understanding of the way Jim explained
- 2 it to me.
- 3 Q Okay. In order to facilitate this, is it correct
- 4 that there are two accounts? There's a Brasher account and
- 5 a DLB account that are used in DLB's business?
- 6 A Yes, sir. Jim said that would make it easy to
- 7 track it for IRS if we had a separate account that we
- 8 deposited the monies into from -- because DLB received the
- 9 revenues from the income of the repeaters that we owned.
- 10 Q Okay.
- 11 A It would be easier to track it for IRS purposes if
- we had a separate account rather than using all of
- 13 Metroplex's. That was his advice to us the way to handle
- 14 it, and I relied on him, you know, because he did both
- 15 personal, as well as, you know, my company taxes.
- JUDGE STEINBERG: About how much income do you
- derive, you and Mr. Brasher, your husband, derive from your
- leasing of equipment to DLB per month?
- 19 THE WITNESS: Per month?
- JUDGE STEINBERG: Or any other convenient time
- that you want to tell me about. Per month? Per year?
- THE WITNESS: Well, it's close to \$100,000. Over
- 23 \$100,000 because -- I guess about \$9,200 a month is the best
- 24 that, you know, I can give you an exact figure without going
- 25 to my 1099 forms.

1	JUDGE STEINBERG: Okay. So basically whoever the
2	bookkeeper is is that you?
3	THE WITNESS: Well, yes.
4	JUDGE STEINBERG: Do you take your DLB checkbook
5	and write a check
6	THE WITNESS: Write a check over to Brasher.
7	JUDGE STEINBERG: over to the Brasher account?
8	THE WITNESS: Yes, sir.
9	JUDGE STEINBERG: Okay. And that's in addition to
10	your regular salary?
11	THE WITNESS: Yes, sir.
12	JUDGE STEINBERG: Thank you.
13	BY MR. KNOWLES-KELLETT:
14	Q Is that number, though, the gross number of money
15	paid over to the Brasher account by DLB?
16	A Yes, sir.
17	Q So out of that some of the expenses are paid?
18	A Yes. Our lease is paid from the income. The
19	income that Metroplex pays Brasher, the site lease money
20	comes out of Brasher to pay for the site lease.
21	Q And also the licensing and application fees?
22	A Yes. It comes out of the Brasher account. We
23	have monies in there for you know, put monies in there
24	for licensing and things like that.

25

THE REPORTER: Your Honor, I really do not want to

- 1 be a pain.
- THE WITNESS: I'm sorry.
- THE REPORTER: No. It's not your fault. It's
- 4 just the microphone has to be fairly close.
- 5 THE WITNESS: I'm sorry. Maybe I can just move
- 6 it.
- 7 THE REPORTER: That would be great.
- 8 THE WITNESS: Maybe I'll scoot up.
- 9 MR. KNOWLES-KELLETT: You're welcome to move the
- 10 notebook for now if you want.
- 11 JUDGE STEINBERG: I'll note for the record that
- you're having a lot of trouble with your voice, and you said
- 13 it was because of respiratory difficulties.
- 14 THE WITNESS: Yes.
- JUDGE STEINBERG: If you need to stop and take a
- break or you need to sip some water or you need to get some
- 17 suckers or whatever to make you more comfortable, you just
- 18 let me know. Don't be shy.
- 19 THE WITNESS: Yes.
- JUDGE STEINBERG: It doesn't look like you're shy.
- THE WITNESS: No. I'm not, sir. It's just that I
- thought it was going to get better, and it hasn't gotten
- 23 better all week.
- JUDGE STEINBERG: Okay. If you --
- THE WITNESS: Yes. If I need to I'll say so.

- JUDGE STEINBERG: Don't be --
- 2 THE WITNESS: Can I just get me something out of
- 3 my purse?
- 4 JUDGE STEINBERG: Sure.
- 5 THE WITNESS: Okay.
- 6 JUDGE STEINBERG: Just do what you need to do to
- 7 be comfortable.
- 8 THE WITNESS: Okay.
- 9 JUDGE STEINBERG: This is not supposed to be
- 10 torture.
- 11 THE WITNESS: Well, I mean, it's not hurting.
- 12 It's just --
- JUDGE STEINBERG: Yes. You're straining.
- 14 THE WITNESS: I'm not shy, Your Honor.
- JUDGE STEINBERG: I didn't think so.
- BY MR. KNOWLES-KELLETT:
- 17 Q When we discussed the Brasher account, is that
- 18 your personal checking account?
- 19 A No, sir. No.
- 20 Q That's a business --
- 21 A That a business account. It has nothing to do --
- I have never used it for anything of a personal nature.
- Q Okay. Who has check writing authority on the
- 24 Brasher account?
- 25 A Myself and Diane.

- 1 Q Has Carolyn Lutz ever signed checks on the
- 2 Brasher account?
- 3 A Yes, sir.
- 4 Q Okay. To your knowledge, has she ever done so
- 5 without your permission?
- 6 A No, sir.
- 7 Q Okay. And when she signs checks on the Brasher
- 8 account, whose signature does she sign?
- 9 A Mine with my permission.
- 10 JUDGE STEINBERG: If Ms. Lutz is signing a check
- 11 using your name, does she come and ask your permission every
- 12 single time?
- 13 THE WITNESS: Yes, sir.
- JUDGE STEINBERG: Why don't you just sign it then?
- THE WITNESS: Well, I'm not there. The only time
- she's ever signed, Your Honor, would be if for some reason
- 17 Diane and I were not there like maybe one of the children
- 18 got sick and Diane was there and had to go home or
- 19 something.
- JUDGE STEINBERG: And a check needed to be signed?
- THE WITNESS: Yes, and something come up that she
- 22 needed. She always called. I need to write a check for so
- and so.
- JUDGE STEINBERG: Okay.
- THE WITNESS: She was very good. I mean, I never

- felt like she was going to write a check without asking me.
- JUDGE STEINBERG: Okay.
- 3 THE WITNESS: It was nothing like that. It was
- 4 necessary to run a small business.
- 5 JUDGE STEINBERG: Thank you.
- 6 BY MR. KNOWLES-KELLETT:
- 7 Q Did she put any symbol on the check when she
- 8 signed it?
- 9 A Sometimes she would write "Okay per Pat," and
- 10 sometimes she didn't. I mean, you know, it was just she
- 11 talked to me, and as far as in her mind and mine I'm sure it
- 12 was okay. I asked her. She said okay, and we did it.
- 13 Q This was the customary practice in the business?
- 14 A Yes. Yes, I mean, because we all had to work
- 15 together. There was the three women.
- 16 Q Okay. Could you explain your relationship to
- 17 Carolyn?
- 18 A She is my sister.
- 19 Q Okay. I mean Carolyn Sue Lutz.
- 20 A Yes. Is my sister.
- 21 Q And Thomas, who testified today? How are you
- 22 related to him?
- 23 A That is my brother.
- Q Okay. Now, DLB Enterprises operates a line of
- business that's repeater access service. Is that correct?

the

1	Do you understand what I mean by that term?
2	A No. Just say it again. Maybe I didn't
3	Q In the depositions we had various problems.
4	JUDGE STEINBERG: Don't say what we did in
5	depositions
6	MR. KNOWLES-KELLETT: Okay.
7	JUDGE STEINBERG: because I don't care.
8	MR. KNOWLES-KELLETT: Okay.

- 9 JUDGE STEINBERG: Just ask the question.
- 10 MR. KNOWLES-KELLETT: Okay.
- JUDGE STEINBERG: What does DLB do?
- BY MR. KNOWLES-KELLETT:
- 13 Q Okay. What service does DLB provide?
- 14 A Okay. We provide repeater service.
- 15 Q Okay.
- A We do sales. We do maintenance, and we have
- 17 maintenance contracts. We do installs, removals and repair
- on mobile equipment, repeaters.
- Basically, you know, like I said, we install
- 20 radios in ambulances. We install radios in fire trucks,
- 21 motorcycles, police cars, --
- 22 Q Okay.
- 23 A -- public/private vehicles, and we sell them.
- JUDGE STEINBERG: If it moves, you'll put it in
- 25 it?

- 1 THE WITNESS: If it moves, we'll radio it.
- JUDGE STEINBERG: Okay. You said you do repeater
- 3 service. Explain to me what repeater service is.
- 4 THE WITNESS: We sell access to the repeater. In
- 5 other words, like someone owns a base station and mobile.
- 6 Okay. You need a repeater to be able to transmit.
- JUDGE STEINBERG: Okay. Give me an example. I
- 8 mean, we have let's say you said an ambulance.
- 9 THE WITNESS: Yes.
- 10 JUDGE STEINBERG: An ambulance. Let's take an
- 11 ambulance. There is a vehicle that's an ambulance. Where
- would the base station be, where the dispatcher is?
- 13 THE WITNESS: Probably back to the dispatcher.
- JUDGE STEINBERG: And the repeater would be on
- 15 some hill somewhere?
- 16 THE WITNESS: Yes. Yes. High ground.
- 17 JUDGE STEINBERG: So if the dispatcher wanted to
- 18 contact the ambulance --
- 19 THE WITNESS: Okay.
- JUDGE STEINBERG: -- how would your repeater come
- 21 into play?
- 22 THE WITNESS: Okay.
- JUDGE STEINBERG: Explain that to me. You know,
- these people out here know, but I'm dumb as a post.
- 25 THE WITNESS: Okay.

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1	JUDGE STEINBERG: That's what I want you to
2	assume, especially with some of my rulings this morning.
3	THE WITNESS: Well, a repeater
4	JUDGE STEINBERG: I don't know anything.
5	THE WITNESS: Okay. Okay. The dispatcher will
6	key up his radio.
7	JUDGE STEINBERG: By key up the radio, he pushes a
8	little button
9	THE WITNESS: That's right.
10	JUDGE STEINBERG: and talks into a microphone?
11	THE WITNESS: Yes, sir. That will in turn hit the
12	repeater, and then the repeater
13	JUDGE STEINBERG: Through magic?
14	THE WITNESS: Radio waves. It will hit the
15	repeater.
16	JUDGE STEINBERG: Go through space and go to the
17	repeater. Then what happens?
18	THE WITNESS: Then it would find the mobile.
19	JUDGE STEINBERG: Find the ambulance?
20	THE WITNESS: Uh-huh.
21	THE REPORTER: I'm sorry. Was that yes?
22	THE WITNESS: Yes.
23	JUDGE STEINBERG: Yes.

24

25

talk.

THE WITNESS: Find the ambulance. Then they will

1	JUDGE STEINBERG: Okay. Basically you have a
2	whole bunch of repeaters someplace and a whole bunch of
3	customers, and everybody talks?
4	THE WITNESS: Yes. That's all it is. The
5	repeater just gives you more range. I guess that's my
6	JUDGE STEINBERG: So you put one
7	THE WITNESS: Here and here.
8	JUDGE STEINBERG: By here, here and here, we're
9	just moving our hands randomly. Then whatever area is
10	covered by the signals people can talk back and forth in?
11	THE WITNESS: Yes.
12	JUDGE STEINBERG: Now I'm a little smarter than I
13	was before. Thank you.
14	BY MR. KNOWLES-KELLETT:
15	Q Approximately how big a range does the repeater
16	give you?
17	A I think it's about 40 miles. It may give more on
18	any given day, but that's basically a 40 mile radius is the
19	way we look at it, and that's the way we try to sell it.
20	Q It's reliable within 40 miles?
21	A Yes, because you don't want to sell something and
22	say I'm going to reach you to Timbuktu and then you have a
23	circle here, and you've got your 40 miles. Then you try to
24	get one over here and over here, and they kind of you
25	know, as you go along and drive you can get one versus the

- other one. That's the thought behind it.
- 2 JUDGE STEINBERG: Do they hand calls off to each
- 3 other as you go?
- 4 THE WITNESS: Yes. They step them, or you could
- 5 go like your own with one is Dallas, two would be Fort
- 6 Worth, three would be Allen. There's a button on the radio,
- 7 and it makes it go from one repeater site to another.
- 8 JUDGE STEINBERG: And it does that automatically
- 9 so that if an ambulance is going --
- 10 THE WITNESS: No. If he wants to go to Allen, he
- 11 has to push a button.
- JUDGE STEINBERG: He has to key in a two?
- 13 THE WITNESS: Yes.
- 14 JUDGE STEINBERG: Push a button?
- 15 THE WITNESS: Push a button to change the channel.
- 16 JUDGE STEINBERG: On the base station?
- 17 THE WITNESS: No. On the mobile or base station.
- JUDGE STEINBERG: Okay. So they don't
- 19 automatically hand off?
- THE WITNESS: No.
- 21 JUDGE STEINBERG: Just if the signal gets weak,
- from experience they know you've got to push the number two?
- THE WITNESS: Right. To pull your other signal
- 24 up.
- JUDGE STEINBERG: Okay. I think I'm getting it.

1	THE WITNESS: Okay.
2	BY MR. KNOWLES-KELLETT:
3	Q Are most of the radios interconnected with a
4	telephone system?
5	A No.
6	Q Okay.
7	A They're strictly dispatch units.
8	Q Okay. Would the 900 ones be interconnected with a
9	telephone?
10	A No. They're dispatch mobiles.
11	Q Okay. Are any of the employees' mobiles in their
12	cars? Are they able to make phone calls on them?
13	A We have telephone lines because that's how we
14	access to turn people on and off. Yes, they could make a
15	phone call, a land line phone call.
16	Q Okay.
17	A We've never sold that on our system because we
18	think it ties up too much air time. We try to strictly
19	dispatch mobiles. We're not a telephone company.
20	Q If someone wants to chat with their wife, they
21	A That's not what we want them to do.
22	Q Okay. What is the yearly gross revenue for DLB?
23	A Oh, God. Don't ask that.
24	Q Just a ball park number.
25	A I honestly could not even tell you right now. I

- 1 have not thought about it.
- Q If I told you there was testimony in the ball park
- 3 of \$2 million per year --
- 4 A Yes. I would say that would be pretty close.
- 5 Q I'm not asking for within \$10,000 or whatever.
- A No. I just can't do that with any -- I mean, I
- 7 might say well, it was \$160,000, you know, or something or
- 8 another, and it was way more. I won't do that because I
- 9 just can't do it. I'm not that -- that's not something I
- 10 make myself recall.
- 11 Q Okay.
- 12 A If I want to know it, I go look at the books.
- 13 Q Okay. Do you know what the salary is of the other
- 14 officers of the DLB?
- 15 A Yes, sir.
- 16 Q Okay. Could you go through that?
- 17 A We all basically make the same salary.
- 18 Q So does Ron --
- 19 A Ron? No. Ron does not make a salary. Ron is not
- an employee.
- 21 O Okay.
- 22 A He has retired.
- 23 O Okay.
- 24 A David and Diane and I all basically make the same
- 25 salary approximately within a few dollars of one another. I

- 1 don't --
- Q Okay. When did Ron stop getting a salary?
- 3 A When he turned 65 in November. His birthday is
- 4 the 15th of November, and he was given a retirement. He was
- 5 retired.
- 6 O This was November of 2000?
- 7 A Well, he's 67. It was two years ago.
- 8 Q Okay. I don't know what year it was. I just know
- 9 when he turned 65.
- 10 JUDGE STEINBERG: Was that company policy that
- 11 made him retire at 65, or did you?
- 12 THE WITNESS: I did.
- JUDGE STEINBERG: Okay.
- 14 THE WITNESS: I told him it's time. I was ready
- to retire, so I told him it's time for us to get out. I
- 16 knew if he didn't get out I would never.
- 17 BY MR. KNOWLES-KELLETT:
- 18 Q So are you really retired from DLB?
- 19 A No, sir. Really, you know, we're training our son
- and our daughter-in-law, and I guess as long as we'll be
- 21 stockholders and we will have a hand in operating the
- 22 business because it's just -- it's really too much for just
- 23 two people to do.
- Q Okay.
- 25 A That's the reason we got our son and daughter-in-

- 1 law on board is we needed more help.
- O Okay. Who makes the big decisions at DLB?
- A It is joint. I have the final say, but it is a
- 4 joint decision. We discuss it. We discuss among ourselves,
- 5 which would be the four of us.
- 6 Q Okay.
- 7 A You know, how much money do we have? We can buy
- 8 this. They tell us well, we need new equipment. Our
- 9 repeaters need to be upgraded. It's something we just sit
- down and talk about, whether it be at home or work.
- 11 Q Okay. Is it true that work doesn't end at work?
- 12 A No, it does not. It never ends at work.
- 13 Q Do you know what percentage of DLB's income comes
- 14 from repeater fees just roughly?
- 15 A I would say maybe ten percent I would say. I'm
- 16 just quessing.
- 17 O Okay.
- 18 A I never even thought about it just separate what
- 19 comes from repeaters, what comes from service. To me, it's
- always been the whole.
- Q Okay.
- 22 A If there's enough to pay the salaries, pay the
- light bill and keep the inventory, that's fine with me as
- long as we can keep our head above the water.
- 25 Q In the ordinary course of business, is there any

- 1 effort made to segregate out the repeater fees from any
- 2 other income of DLB?
- 3 A No, sir. There never has been. You know,
- 4 whenever we set it up I discussed with Jim is there a reason
- for keeping anything separate, you know, whether it be, you
- 6 know, a repeater or repeater site, and he said there was no
- 7 reason to keep anything separate.
- 8 You know, this is the expense. This is going to
- 9 be the revenue, and it's going to all go into one checking
- 10 account. There's just no reason to separate it, as far as
- 11 he was concerned.
- We did have a discussion, and I asked him would
- there be any advantage or could he see any advantage in
- doing it. He said no, and I relied on him to tell me how to
- 15 set it up.
- 16 Q Okay. Was there any effort then to break down
- 17 repeater fees by station?
- 18 A No, sir. We didn't. We tried to keep our
- 19 accounting as simple as possible, you know, and to meet his
- 20 software package versus my software package so they would be
- 21 compatible.
- JUDGE STEINBERG: When you say his, do you mean
- 23 Jim's?
- THE WITNESS: Yes. Jim's. Jim's software, you
- know, so we could rely on it without having to have so much

- 1 I quess input from, you know, him having to start from
- 2 scratch every month because he did it all on a monthly
- 3 basis.
- I didn't just take stuff to him once a year. I
- 5 took it to him monthly, and he reconciled my bank
- 6 statements. He went over my invoices. Like I said, he was
- 7 my advisor. He was the one that I counted on to tell you,
- 8 you know, do I need to do this. Hey, this is the wrong time
- 9 to do it. This is the right time to do it.
- 10 BY MR. KNOWLES-KELLETT:
- 11 Q Okay. What were your primary duties? What are
- 12 your primary duties at DLB?
- 13 A I --
- MR. ROMNEY: Objection, Your Honor, as far as the
- 15 scope, the time. Are we talking right now?
- 16 MR. KNOWLES-KELLETT: I'm talking currently.
- 17 MR. ROMNEY: Currently?
- 18 THE WITNESS: Okay. I discuss the salaries. We
- 19 decide who's going to get a raise. We discuss health
- insurance, if it's adequate, what it's gone up. That's part
- 21 of -- this is something that Diane and I discuss because
- 22 we're the ones that are dealing with the agents or whatever.
- 23 Any insurance, were it to be automobile, were it
- to be the company liability insurance or anything, that is
- 25 something that Diane and I handle ourselves in taking in

- 1 consideration, whether it be negotiating a fee or trying to
- 2 find the best rate or making sure we got the right coverage.
- 3 MR. KNOWLES-KELLETT: Okay.
- 4 THE WITNESS: I do that, the paying of the bills.
- 5 BY MR. KNOWLES-KELLETT:
- 6 Q Do you refer to that as the accounts payable?
- 7 A Yes. Diane mostly handles in dealing with
- 8 receivables. We have discussions on who's delinquent and
- 9 who's paying and that type of thing. That's a joint concern
- of ours that we both handle. If she doesn't get any word
- 11 then it's hey, I'm the last choice you have. The buck stops
- 12 here.
- 13 Q Okay. So you're more advisory on receivables?
- 14 A Yes, I am. I'm more advisory to her than actually
- 15 sitting down and doing that is what I do.
- 16 Q How many hours a week do you work at DLB now?
- 17 A Some weeks I don't go in. Some weeks I go in
- 18 three or four days a week. You know, it's just -- like I
- 19 said, it's mostly the time of the month it is. At the end
- of the month I go in or the first of the month or if I'm
- 21 needed. You know, basically it's on an if I'm needed basis.
- 22 Q Okay. Previously, in the mid 1990s, how much did
- you work at DLB?
- 24 A Every day.
- 25 Q And were your duties different then?

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- 2 bills and keeping the -- more hands on, in other words. I
- 3 paid the bills, and Diane done more of talking to -- I mean,
- 4 you know, we had a lot of forms that we had to fill out
- 5 because we are a majority woman owned business.
- 6 We're a disadvantaged business, and there's lots
- of things that we have to fill out every year and that type
- 8 of stuff. Diane done more like a secretary than she did
- 9 actually paying bills and that type of thing, and I did
- 10 that.
- 11 O And so she's moved more into those?
- 12 A She tried to move more into what I did. Like I
- said, if it gets too much then I have to help her basically
- 14 is the way it is.
- 15 Q Did you two do payroll as well?
- 16 A Yes, sir. Basically she's doing it now, but I did
- 17 -- before I, you know, decided that I wasn't going to be
- 18 there every day I did it, but since she's there more than I
- 19 am she does it. It's easier that way.
- 20 Q With respect to hiring and firing decisions, who
- 21 does that?
- 22 A Basically Diane and I have the authority over
- 23 hiring everyone in the office. The salespersons and
- 24 technical type people I would have the final say.
- In other words, if I decided I don't want him then

- I would tell them, you know, I don't care how great, how
- 2 much he can walk on water. I just have a -- I just don't
- 3 have a good feeling about this person. Yes, I would say
- 4 that.
- 5 Q Okay. So if I understand you correctly, there's
- 6 sort of an office accounting staff, and you and Diane are in
- 7 charge of that?
- 8 A Yes. We don't -- no one -- Ronald or David either
- 9 one does not interfere with what we consider the girls in
- 10 the front office. That's our -- they're going to work with
- me, and I'm the one that's responsible for it.
- Now, technical type people, you know, I'll receive
- them as well as David does or Ron did, so I would have a say
- in if we hired them or not.
- 15 Q Okay. But the sales manager and the service
- 16 manager and Ron and David would have sort of --
- 17 A They got first chance at them, and then we just
- 18 kind of --
- 19 Q They would bring their candidates to you for
- 20 approval --
- 21 A Right.
- 22 Q -- or discuss any hiring suggestions?
- 23 A Yes. We usually sat in together and talked with
- 24 them. You know, if I had an objection I told them, and they
- told me what their reasoning was. We decided between us if

- 1 mine was strong enough to say no, we're not going to do it.
- JUDGE STEINBERG: So if there was a tie vote, you
- 3 usually won?
- 4 THE WITNESS: Yes, sir.
- 5 BY MR. KNOWLES-KELLETT:
- 6 Q And is that the reason most of your siblings got
- 7 to work at DLB?
- 8 A Probably. They all have needs, and I'm a family
- 9 person. That was mostly my brother didn't have a job and
- wasn't able to get one because he had worked at a company
- 11 for 14 years, and he needed a job. At that time we needed
- someone, so I hired him. Susan was the same way.
- JUDGE STEINBERG: When you say your brother, you
- 14 have more than one brother?
- 15 THE WITNESS: Thomas.
- 16 JUDGE STEINBERG: Thomas?
- 17 THE WITNESS: Thomas.
- 18 Susan, or Carolyn, she was divorced and had a
- 19 husband that wasn't paying child support, and she was
- working for \$5 and something an hour. She was not making
- it. I needed help, and I didn't feel like I would have a
- 22 problem working with my sister.
- BY MR. KNOWLES-KELLETT:
- 24 Q The front office staff works a lot with customers?
- 25 Is that correct?

- 1 A Yes, sir.
- 2 Q Okay.
- 3 A They greet the customer usually first --
- 4 Q Okay.
- 5 A -- and generate the invoice or the work order to
- 6 go back to the technical people to work on the equipment,
- 7 you know.
- 8 Q Can you explain how the sales staff fits in with
- 9 the office staff in that regard?
- 10 A Well, the office staff would type up the sales
- 11 proposals. You know, that's what they did for the salesmen
- and take telephone messages or get equipment out of the
- 13 stock room for them, whatever they needed, whether it be
- 14 demo work or whether it be a --
- 15 Q So customers operating a large number of mobiles
- 16 had more --
- 17 A Well, yes. They had more clout so to speak, yes.
- 18 They had more leverage. You're going to think what it's
- 19 going to take to get it.
- 20 Q There was a time in 1996 when you decided to
- 21 expand up to the Allen area? Is that correct?
- 22 A Yes.
- 23 0 1995-1996?
- 24 A Yes, sir.
- Q Do you recall when that was?

	1	Α	We	had	this	biq	customer	that	we	knew	we	were
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- 2 going to need more Spectrum in, you know, more areas, and
- 3 that was when we knew that, I mean, we needed to get
- 4 Spectrum in the Allen area.
- 5 Q Okay. Did you have any involvement in getting
- 6 that Spectrum?
- 7 A Well, mostly my husband dealt with John Black in
- 8 dealing with getting the license. Mostly he dealt with him,
- 9 you know. We knew that we needed it. I mean, I definitely
- 10 knew I needed it.
- 11 There wasn't any doubt in my mind, but Ronald
- dealt more with it than I did respecting looking for it on
- the big, long list and all that type of stuff and talking
- 14 with John Black and what was available and what we could do.
- 15 Q Were you aware that you needed to get licenses in
- 16 multiple names to be able to get all the licenses you
- 17 needed?
- 18 A Yes. I knew that there was a problem that they
- 19 told us that we couldn't get a license in multiple, you
- 20 know, like our names anymore; that we had to get a license
- 21 like we could only get one license.
- JUDGE STEINBERG: When you said they, who is they?
- THE WITNESS: John Black and my husband had talked
- 24 to the people at PCIA, and they said that we couldn't get
- but one license per one, you know, person. We could only

- 1 hold one license.
- JUDGE STEINBERG: Okay. And you didn't talk to
- 3 John Black?
- 4 THE WITNESS: No, sir, I did not.
- JUDGE STEINBERG: And you didn't talk to PCIA?
- 6 THE WITNESS: No, sir.
- 7 JUDGE STEINBERG: Then this is what?
- 8 THE WITNESS: This is what Ron talked to them and
- 9 come back to me with is what this is, Judge.
- 10 THE REPORTER: Excuse me again, Your Honor. It is
- 11 going to be very difficult for the transcriber. There are
- 12 so many overlaps.
- JUDGE STEINBERG: Okay. Do you want me to start
- 14 again?
- THE REPORTER: No.
- JUDGE STEINBERG: Did you get it?
- 17 THE REPORTER: They can get it, but just in
- 18 general it's really important to wait until the question has
- 19 been asked because this whole thing has to be transcribed
- from the tape later, so if you could just wait until the
- 21 question is --
- 22 THE WITNESS: Okay. Until he hushes for me to
- 23 start? Okay. I'll try.
- THE REPORTER: We can't talk like normally we do
- 25 in conversations.

- 1 THE WITNESS: Okay. That's fine. I'm sure I am
- 2 because I'm very good at doing that.
- THE REPORTER: Thank you. I appreciate it very
- 4 much.
- 5 THE WITNESS: I'll do better, I hope. I'll try,
- 6 Your Honor.
- 7 BY MR. KNOWLES-KELLETT:
- 8 Q I would ask you to turn your attention to the big
- 9 notebook there.
- 10 A This one, sir?
- 11 Q It's got Exhibit 19 in it. At the bottom of the
- 12 pages further down there are numbers, six digit numbers. I
- would like you to go to 000229.
- 14 A 29? Okay.
- 15 Q Almost halfway through the book.
- 16 A Right there? 00?
- 17 0 229.
- 18 A 229? Sorry. I got to 29. I'm just getting to 29
- 19 and forgetting the rest of it. Okay. I have that page.
- 20 Q There's been testimony that this was sent from
- 21 Metroplex Two-Way to John Black as part of the Allen
- 22 expansion. Do you recognize this document?
- 23 A Yes, sir. This would be something that I believe
- 24 Susan Lutz would have typed up for us to send. Ron usually
- gave it to me, and I took it to Susan to type.